



North Carolina District Review

U.S. Small Business Administration, 6302 Fairview Road, Suite 300, Charlotte, NC 28210
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JANUARY, 2005 HAPPY NEW YEAR!

The *NC District Review* is available via e-mail or fax. To receive via e-mail, visit www.sba.gov and click on 'Other SBA Subscriptions.' To receive via fax, notify Cecelia Rolls by phone at 704-344-6810, by fax at 704-344-6769 or e-mail at cecelia.rolls@sba.gov.

MOST ACTIVE LENDER RANKINGS FY 2005 YTD

October 1, 2004 – December 31, 2004

LENDERS

	<u>7(a)</u>	<u>504</u>	<u>Total</u>	<u>\$ Amount Millions</u>
Large and National Banks				
1. Innovative Bank	115	0	115	\$0.73
2. Bank of America	85	0	85	\$2.3
3. Capital One Federal Savings	56	0	56	\$2.5
4. Wachovia Bank	31	0	31	\$6.3
5. Bank of Granite	17	0	17	\$2.0
Community Banks				
1. Surrey Bank & Trust Company	11	0	11	\$2.2
2. Carolina Bank	3	0	3	\$0.93
2. The Fidelity Bank	3	0	3	\$0.39
3. Bank of Stanly	2	0	2	\$0.16
Small Business Lending Companies				
1. CIT Small Business Lending Corporation	16	1	17	\$10.1
2. Self-Help Credit Union	9	0	9	\$0.58
Certified Development Companies				
1. Self-Help Ventures Fund		8	8	\$2.8
2. Centralina Development Corporation		5	5	\$2.3
2. Asheville-Buncombe Devel. Corp.		5	5	\$2.1
2. Business Expansion Funding Corp.		5	5	\$2.0

NC DISTRICT OFFICE CELEBRATES FIRST QUARTER FY 2005 INCREASE

During the first quarter of FY 2005, SBA approved **464** loans in North Carolina for over **\$64.1 million**. This represents a **48% increase** over the 313 loans during the first three months of FY 2004. SBA's fiscal year runs from October 1 through September 30.

SBA LENDER'S CONFERENCE MARCH 8-9, 2005 IN CHARLOTTE

Mark your calendars! The NC Bankers Association (NCBA) is hosting an ***SBA Lenders Conference*** on March 8th and 9th, 2005 in Charlotte. It's a great opportunity for new and experienced lenders to stay current on SBA Programs!

You spoke and we listened! Based on your feedback, this year will include a half-day session on a case study. You'll be able to review an SBA loan from start to finish including liquidation.

We have expanded the Lender's Conference to include a session on *SBA Lending Basics*. This session is useful for both new lenders and lenders needing a refresher course. This session will be offered Tuesday morning, March 8 from 9 a.m. to 12 noon. The first general session will begin at 1 p.m.

Look in the NC Bankers Newsletter for more details. If you do not receive the newsletter, contact the NCBA at 919-781-7979 or Vickie Bowers, vickie@ncbankers.org. For more information on the conference, e-mail Jon Campos, jon@ncbankers.org.

FROM THE REGIONAL ADMINISTRATOR'S DESK

Looking Back and Looking Forward by Nuby Fowler

We have had another record breaking year for SBA. Thanks to the hard work of our lending and technical assistance partners, as well as a very committed SBA staff, we are accomplishing more than we could have envisioned just a few years ago. SBA truly has become the premier resource for small business assistance in America. Close to 83,000 businesses received SBA backed financing last year, hundreds of thousands of entrepreneurs benefited from millions of hours of counseling and training, and millions in federal contracts that were facilitated by one of the Agency managed procurement programs.

Looking back, I am so proud of what we have achieved over the past three years. We have proven that government can be responsive to the changing needs of our constituency, and our success proves the point. Region IV continues to be one of the top two producing regions in our loan guarantee, entrepreneurial development and procurement programs. In 2004 we led the country in increased 7(a) and micro lending, topping our 2003 output by almost 3,000 loans, a 25.6% increase. We were number two in increased 504 lending, with a jump of 230 loans representing an 18 % increase. We also rated number two in counseling and training and number one in procurement matchmaking appointments. While there is still much that we must and will do to accomplish our goals, we clearly have much to feel good about.

Looking forward, I know you will join me as we renew our focus on expanding the use of SBA programs to an even greater segment of our small business communities. Region wide, we will be looking for increased lender participation in both the 7(a) and 504 programs.

We will be working more closely than ever before with our SCORE, SBDC and SBA backed Women's Centers to achieve our shared goals and we will be looking for greater participation in all our procurement related programs. It is critical that our marketing strategies be directly linked to goal attainment. To achieve this, we have to work smarter than ever before.

When I came to SBA, I extended an open invitation for you to communicate with me and the Regional office, to offer ideas and express concerns. That invitation stands and I hope that you will look for opportunities to pass along ideas about how we can strengthen our program delivery, not just in your district, but across the region. Let's make SBA the leader in economic development in the southeast, and let's make the Southeast the number one region in SBA program delivery in the country.

FREE EIGHT WEEK EXPORT BASICS SEMINAR IN ROCK HILL, SC

Are you interested in learning more about export financing options for your clients? Attend Tools for Trade - an eight-week, export training seminar designed to provide you with the basic tools to help your clients expand into international markets.

Topics include: Risk Assessment, Methods of Payment, Letters of Credit, Incoterms, Harmonized Codes, Role of the International Freight Forwarder, and Developing an International Marketing Plan.

In addition, participants will be introduced to the support network of service providers, such as government agencies (US Department of Commerce, SBA, South Carolina Department of Commerce, Ex-Im Bank), S.C. Export Consortium, international freight forwarders, international bankers, etc.

Location: Winthrop University, Rock Hill, SC (Meeting Room TBA)
Date & Time: Tuesday mornings February 1 - March 22 from 9:30 a.m. – 12:00 noon.
Cost: FREE (but, pre-registration is required.)

Participation is limited to the first 25 registrants on a first-come, first-serve basis.

Register online at www.buyusa.gov/southcarolina/toolsfortrade.html.

Questions? Contact Jayne Woodward, Columbia USEAC, 803-253-3612, or e-mail jayne.woodward@mail.doc.gov

LENDER RANKING LIST

Want to see how your bank/organization compares with other SBA lenders? See pages 6-7 for the comprehensive loan summary by lender for the first quarter of FY2005.

MONTHLY LENDER WORKSHOPS

The NC District Office will conduct **Lender Workshops** from 9:00 a.m. until 12:00 p.m. on the **second Wednesday of each month** at the **Charlotte, Raleigh, Wilmington and Asheville** offices. See below for upcoming dates.

The workshops focus on SBA Loan Programs and borrower eligibility. Walk-ins are welcome, but the presenter appreciates knowing in advance if you are planning to come. To register, call Celia Rolls at (704) 344-6810 for Charlotte, Ivan Hankins at (919) 851-1891 for the Raleigh Area, Mike Arriola at (828) 225-1844 for Asheville or Arline Brex at (910) 202-0494 for Wilmington.

Upcoming 2005 Dates

February 9

April 13

There will not be a workshop in March due to the statewide Lender's Conference in Charlotte on March 8th & 9th. There will also be no workshop in February in Asheville.

2005 SBA DAYS

If you have clients who would be interested in learning more about SBA's programs, they can schedule a 30 minute, one-on-one information session with an SBA Representative. Call to make an appointment at the following locations:

Sponsor	Location	Day	Hours	Phone Number
Watauga JobLink Center	Boone	Second Thursday	10 a.m. - 3 p.m.	828-265-5385
Cary Chamber	Cary	Third Wednesday	10 a.m. - 2 p.m.	919-467-1016
SBA District Office	Charlotte	Fourth Tuesday	9 a.m. - 4 p.m.	704-344-6563
Gaston Co. Chamber	Gastonia	Second Tuesday	9 a.m. - 1 p.m.	704-864-2621
Greensboro Chamber	Greensboro	First Tuesday	10 a.m. - 2 p.m.	336-510-1234
Henderson Co. Chamber	Hendersonville	Third Friday	10 a.m. - 2 p.m.	828-692-1413
Catawba Co. Chamber	Hickory	Third Tuesday	10 a.m. - 2 p.m.	828-328-6000
Mooreville Chamber	Mooreville	First Thursday	9 a.m. - 2 p.m.	704-664-3898
Rowan Co. Chamber	Salisbury	Fourth Wednesday	9:30 a.m. - 2 p.m.	704-633-4221

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NC DISTRICT OFFICE LENDER CONTACTS

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Cecelia Rolls	(704) 344-6810	cecelia.rolls@sba.gov

ASHEVILLE & WESTERN NC

Mike Arriola	(828) 225-1844	michael.arriola@sba.gov
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RALEIGH/DURHAM & NORTHEASTERN NC

Ivan Hankins	(919) 851-1891	ivan.hankins@sba.gov
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WILMINGTON & SOUTHEASTERN NC

Arline Brex	(910) 202-0494	arline.brex@sba.gov
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SBA North Carolina District Loan Approvals October 1 – December 31, 2004

<u>Lender</u>	<u>7(a) Approvals</u>	<u>Gross 7(a) \$</u>	<u>504 Part. Loans</u>	<u>504 Part. \$</u>
Innovative Bank	115	\$ 725,000		
Bank of America	85	\$ 2,261,500		
Capital One Federal Savings Bank	56	\$ 2,515,000		
Wachovia	31	\$ 6,384,500		
Bank of Granite	17	\$ 2,023,100		
CIT Small Business Lending	16	\$ 8,935,900	1	\$ 1,185,000
Surrey Bank	11	\$ 2,166,600		
First Citizens Bank & Trust	10	\$ 1,944,000	4	\$ 709,375
Self-Help Credit Union	9	\$ 582,000		
BB&T	8	\$ 2,233,000	4	\$ 2,688,679
Business Loan Center LLC	8	\$ 1,155,000		
Wells Fargo	7	\$ 235,000		
California Bank & Trust	4	\$ 570,000		
Community West Bank	4	\$ 619,200		
Southern Bank & Trust	4	\$ 355,000		
Carolina Bank	3	\$ 930,000		
GE Capital	3	\$ 1,425,500	3	\$ 2,555,000
SouthTrust Bank	3	\$ 291,700		
Temecula Valley Bank	3	\$ 3,796,900		
The Fidelity Bank	3	\$ 391,900	1	\$ 425,000
Bank of Stanly	2	\$ 159,300	1	\$ 158,500
Coastal Federal Credit Union	2	\$ 317,250		
Community South Bank	2	\$ 2,875,000	1	\$ 1,510,000
First South Bank	2	\$ 210,000		
Newtek Business Services	2	\$ 132,266		
Sterns Bank	2	\$ 255,000		
The Heritage Bank	2	\$ 510,000		
United Midwest Savings	2	\$ 2,000,000		
American Express Centurion	1	\$ 25,000		
American Community Bank	1	\$ 150,000	1	\$ 683,250
Capital Bank	1	\$ 1,000,000		
Carolina First Bank	1	\$ 75,000		
Central Carolina Bank	1	\$ 140,000	1	\$ 227,500
Citizens Bank	1	\$ 1,333,000		
Comerica Bank	1	\$ 760,000		
First Charter Bank	1	\$ 225,000		
First National Bank SO	1	\$ 275,000		
Gateway Bank	1	\$ 300,000		
Independence Bank	1	\$ 337,500		
Lehman Brothers Bank	1	\$ 306,000		
Lexington State Bank	1	\$ 840,256		
New Century Bank	1	\$ 250,000		
Peoples Bank	1	\$ 224,000		
RBC Centura	1	\$ 400,000	2	\$ 1,789,000
Sound Banking Company	1	\$ 40,000		
Southern Community Bank & Trust	1	\$ 120,000	1	\$ 410,000
Sterlingsouth	1	\$ 210,165		
The Bank of Asheville	1	\$ 41,000	1	\$ 67,500
Cardinal State Bank	1	\$ 40,000	1	\$ 140,000

SBA North Carolina District Loan Approvals October 1 – December 31, 2004
(continued)

The Little Bank			1	\$ 446,550
Zions First National Bank			1	\$ 531,000
Citizens South Bank			1	\$ 245,000
First Bank			1	\$ 978,000
Bank of Asheville			<u>1</u>	<u>\$ 67,500</u>
Total 7(a) Volume & \$'s	437	\$ 53,091,537	27	\$14,816,854
<u>Certified Development Corps.</u>				
Self-Help Ventures Fund	8	\$ 2,848,000		
Asheville-Buncombe	5	\$ 2,123,000		
BEFCO	5	\$ 2,003,000		
Centralina Dev. Corp.	5	\$ 2,356,000		
Northwest Piedmont Dev. Corp.	2	\$ 1,231,000		
Region E. Dev. Corp.	1	\$ 117,000		
Neuse River Dev. Corp.	<u>1</u>	<u>\$ 370,000</u>		
Total 504 Loan Volume & \$'s	27	\$ 11,048,000		